

FIG. 1

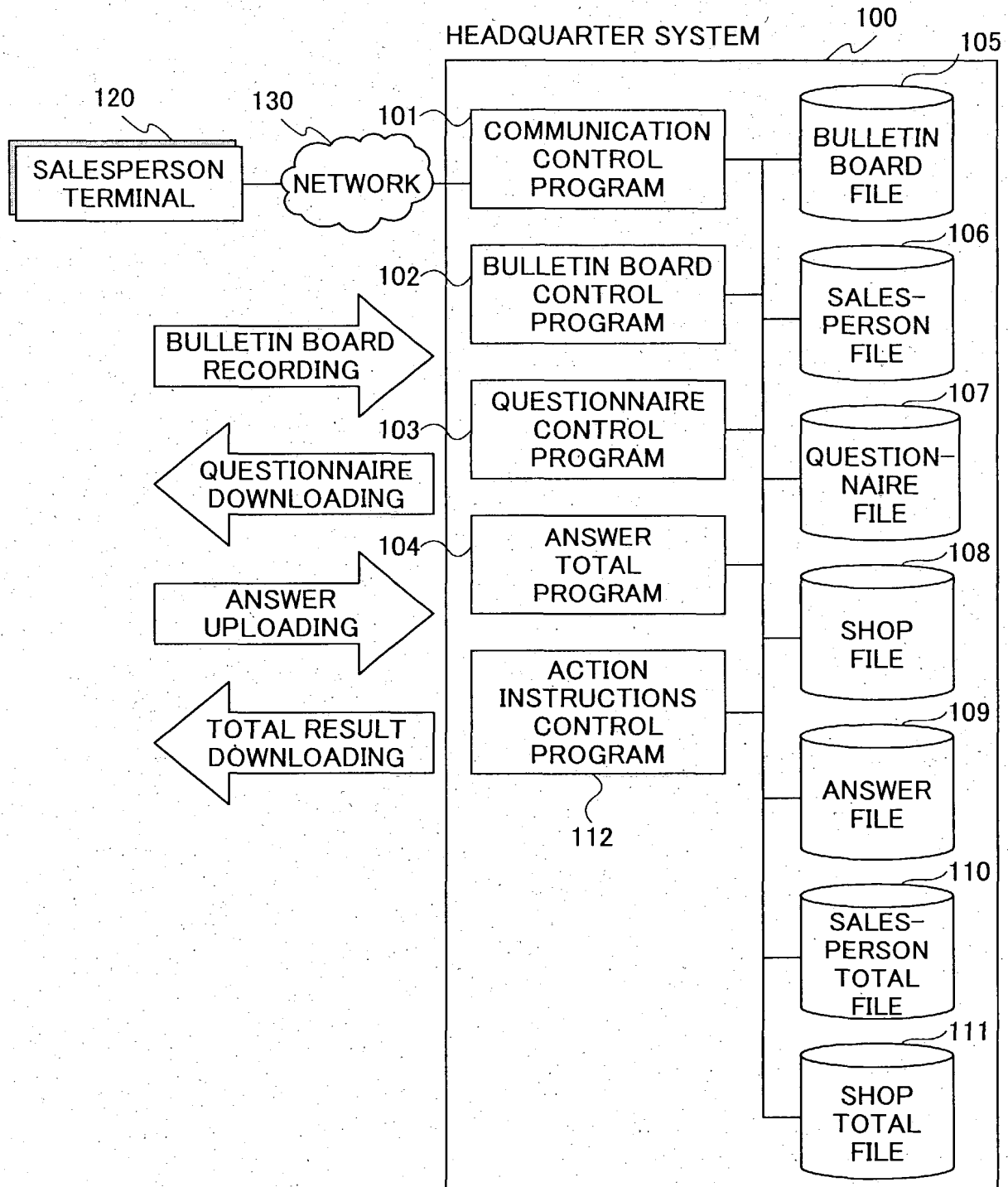


FIG.2

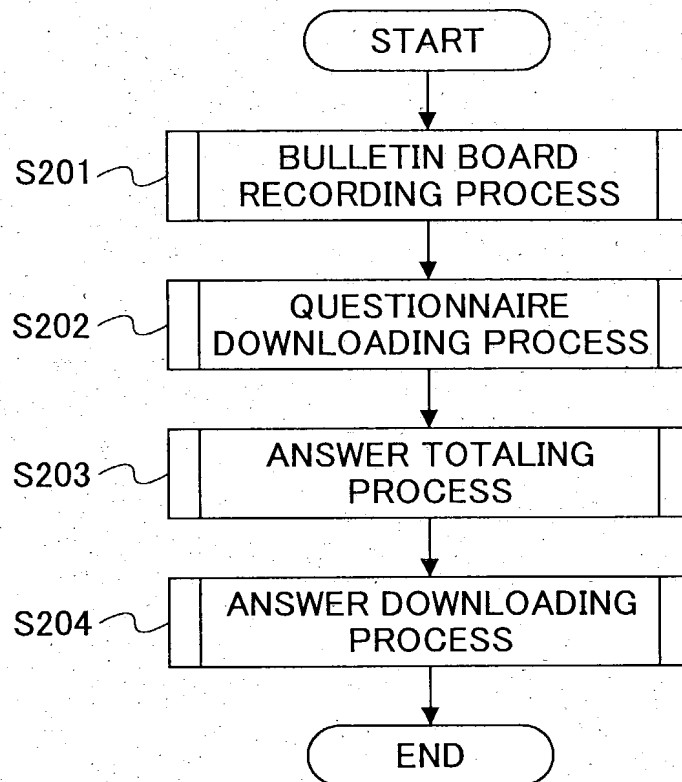


FIG.3

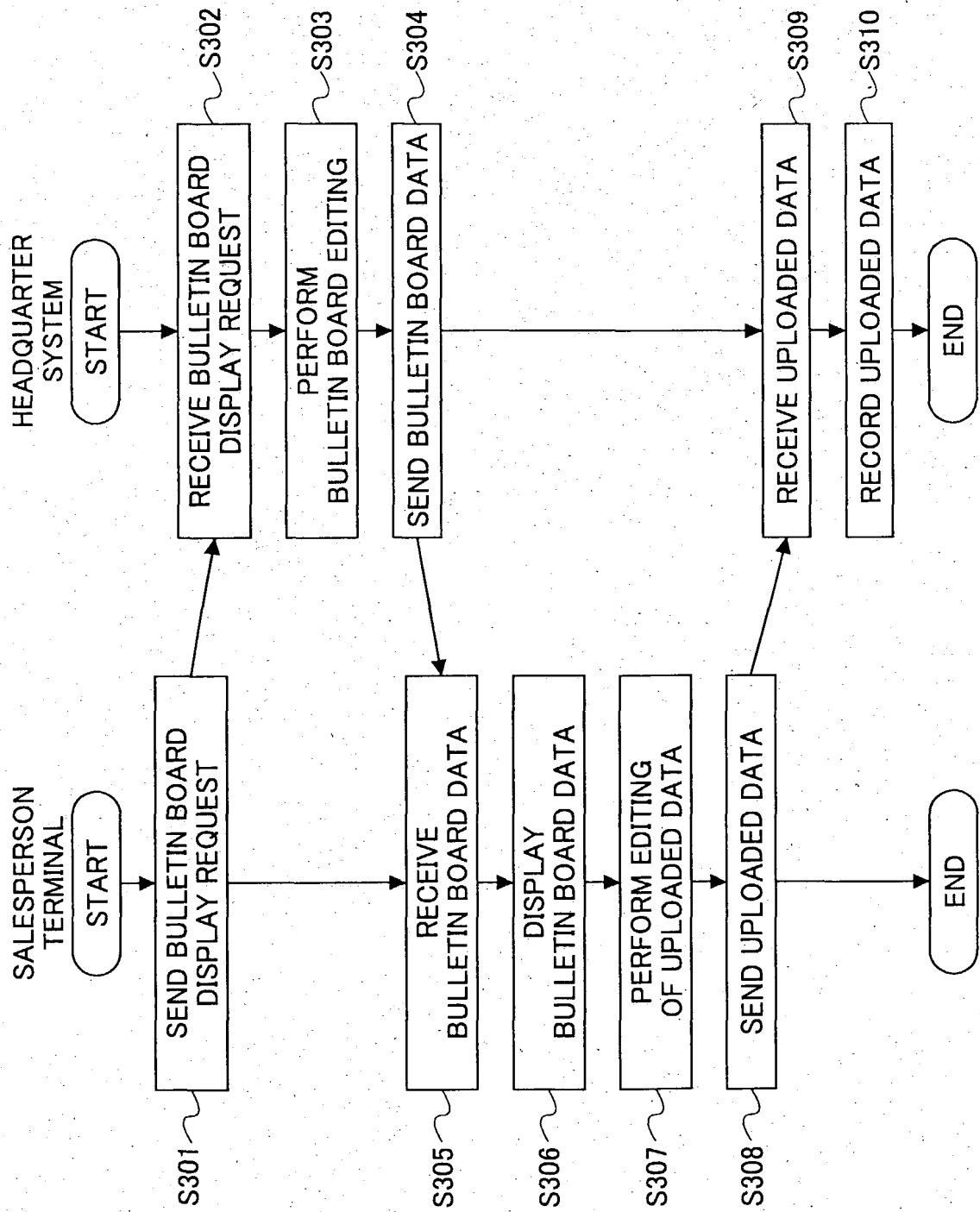


FIG.4A

401

INITIAL MENU

SALESPERSON: HANAKO YAMADA

~TODAY INFORMATION~

TWO QUESTIONNAIRE REQUESTS

BULLETIN BOARD

SALES SUPPORT DATA

QUESTIONNAIRE

END

FIG.4B

402

OPINION NO.	CONTENTS	RECORD DATE
op001	COMMENTS ON PRODUCT B	2002.07.01
op002	COMMENTS ON PRODUCT C	2002.07.02
op003	COMMENTS ON PRODUCT D	2002.07.02
	⋮	

FIG.5A

501

BULLETIN BOARD SCREEN

SALESPERSON: HANAKO YAMADA

<u>001</u>	COMMENTS ON PRODUCT B
<u>002</u>	COMMENTS ON PRODUCT C
<u>003</u>	COMMENTS ON PRODUCT D

RECORD END

FIG.5B

502

BULLETIN BOARD RECORDING

SALESPERSON: HANAKO YAMADA

COMMENTS ON PRODUCT A

RECORD CANCEL

FIG.6

601
BULLETIN BOARD FILE

OPINION NO.	CONTENTS	RECORD DATE
op001	COMMENTS ON PRODUCT B	2002.07.01
op002	COMMENTS ON PRODUCT C	2002.07.02
op003	COMMENTS ON PRODUCT D	2002.07.02
op004	COMMENTS ON PRODUCT A	2002.07.03
	⋮	

FIG.7

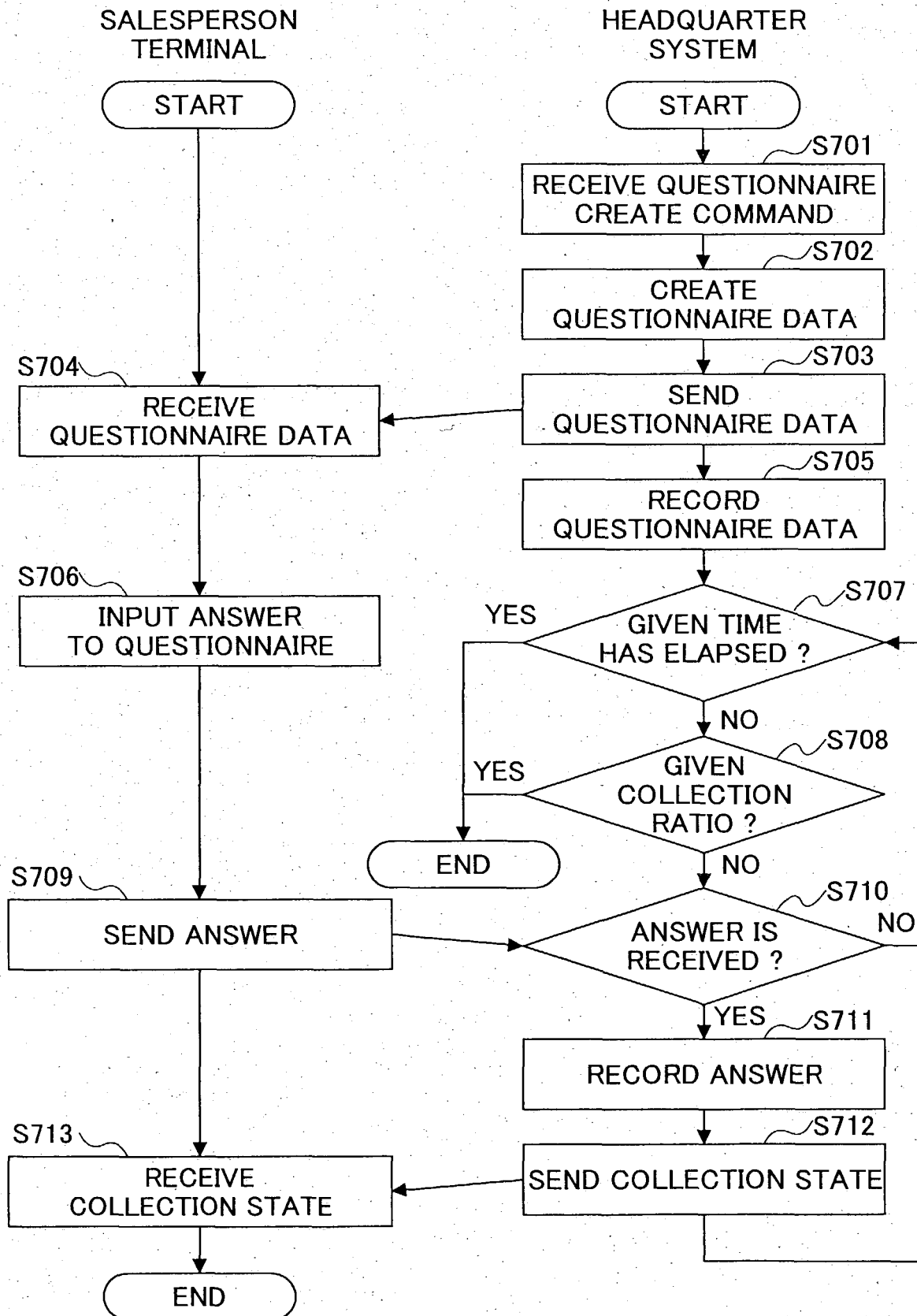


FIG.8A

801

BULLETIN BOARD SCREEN

SYSTEM ADMINISTRATOR

001 COMMENTS ON PRODUCT B

002 COMMENTS ON PRODUCT C

003 COMMENTS ON PRODUCT D

QUESTIONNAIRE CREATE

END

FIG.8B

802

QUESTIONNAIRE

SYSTEM ADMINISTRATOR

PLEASE INPUT YOUR OPINION TO THE FOLLOWING
SUCCESS CASE:

COMMENTS ON PRODUCT B

☐ APPROVE

☐ APPROVE PARTLY

☐ NO COMMENT

☐ DISAPPROVE

SEND ANSWER

CANCEL

FIG.9A

901
QUESTIONNAIRE FILE

QUESTION NO.	CONTENTS	RECORD DATE
q001	ABOUT PRODUCT D	2002.06.01
q002	ABOUT PRODUCT B	2002.07.10
	⋮	

FIG.9B

902

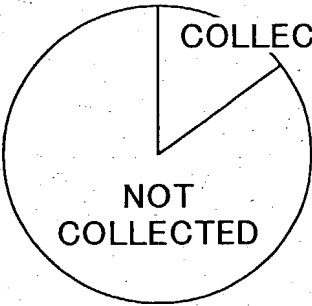
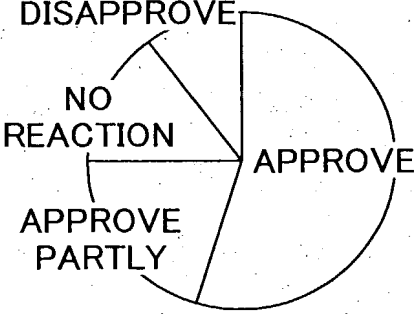
COLLECTION STATE SCREEN	
SALESPERSON: HANAKO YAMADA	
<p>YOU ARE 52ND PERSON WHO ANSWERED (AMONG 365 PERSONS) ~COLLECTION STATE~</p> <div style="display: flex; justify-content: space-around; align-items: center;"> <div style="text-align: center;">  <p>COLLECTED</p> <p>NOT COLLECTED</p> </div> <div style="text-align: center;">  <p>DISAPPROVE</p> <p>NO REACTION</p> <p>APPROVE PARTLY</p> <p>APPROVE</p> </div> </div>	
<div style="border: 1px solid black; padding: 2px 10px;">END</div>	

FIG.10

1001 ANSWER FILE

ANSWER NO.	SALESPERSON NO.	ANSWER
q001	h001	APPROVE
q001	h002	APPROVE
q001	h003	APPROVE PARTLY
q001	h013	DISAPPROVE
	⋮	

FIG.11

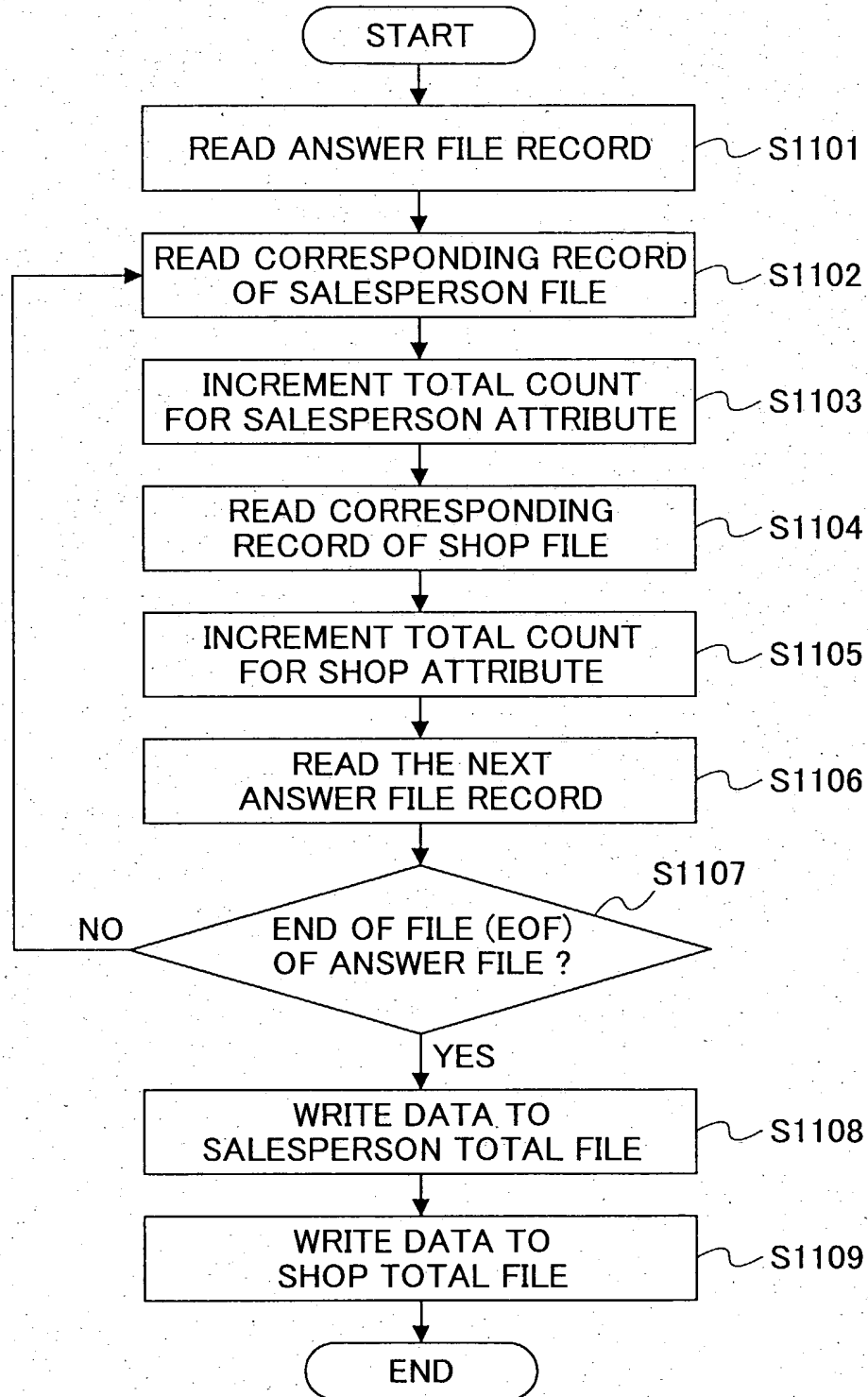


FIG.12

1201
SALESPERSON FILE

PERSON NO.	PERSON NAME	SHOP No.	CATEGORY	SKILL	KNOWLEDGE
h001	H. YAMADA	t001	SUITS	EXCELLENT	ABOVE 20 DOMES./IMPORT
h002	M. OHKUSHI	t001	BLOUSES	GOOD	ABOVE 10 DOMES./IMPORT
h003	K. SATO	t002	COATS	LEADER	ABOVE 5 DOMES./IMPORT
h004	H. ITO	t003	SWEATERS	3 YEARS	ABOVE 3 DOMES. ONLY
h005	Y. TANAKA	t003	BOTTOMS	1-3 YEARS	ABOVE 3 IMPORT ONLY
	⋮				

FIG.13

1301

SALESPERSON ATTRIBUTE TOTAL COUNT FILE

ATTRIBUTE	CONTENTS	APPR.	A.P.	N.C.	DISAPP.
CATEGORY	SUITS	50	3	5	201
	SWEATERS	152	110	5	3
	BLOUSES	201	50	3	5
	COATS	50	162	20	1
SKILL	EXCELLENT	110	5	3	152
	GOOD	152	110	5	3
	LEADER	201	50	3	5
	NEWCOMER	50	162	20	1
KNOWLEDGE	ABOVE 20	110	5	3	152
	ABOVE 10	50	3	5	201
	ABOVE 5	152	110	5	3
	OTHER	50	3	5	201
	⋮				

FIG.14

1401 SHOP FILE

SHOP NO.	SHOP NAME	TYPE	LOCATION	CUSTOMERS	COMPETITORS
t001	A	U.DEPT.	URBAN	SENIOR	DOMES. UP
t002	B	S. DEPT.	SUBURB	UP. MIDDLE	DOMES. MID
t003	C	CMP.	MAJOR CITY	MIDDLE	DOMES. LW
t004	D	SUPR.	MINOR CITY	CARRIER	IMPORT UP
t005	E	CHAIN	LOCAL SUB.	YOUNG CA.	IMPORT MID
t006	F	PRIV.	TOWN	YOUNG	IMPORT LW
	:	:			

FIG.15

1501

SHOP ATTRIBUTE TOTAL COUNT FILE

ATTRIBUTE	CONTENTS	APPR.	A.P.	N.C.	DISAPP.
TYPE	U.DEPT	152	110	5	3
	S.DEPT	201	50	3	5
	CMP.	50	162	20	1
	SUPR.	110	5	3	152
LOCATION	URBAN	50	3	5	201
	SUBURB	152	110	5	3
	MAJOR C.	201	50	3	5
	MINOR C.	50	162	20	1
CUSTOMER	SENIOR	110	5	3	152
	UP. MID.	152	110	5	3
	MIDDLE	201	50	3	5
	CARRIER	50	162	20	1
COMPETIT.	DOMES. UP.	110	5	3	152
	DOMES. MID.	152	110	5	3
	DOMES. LW.	201	50	3	5
	IMPORT UP.	50	162	20	1
	⋮				

FIG.16

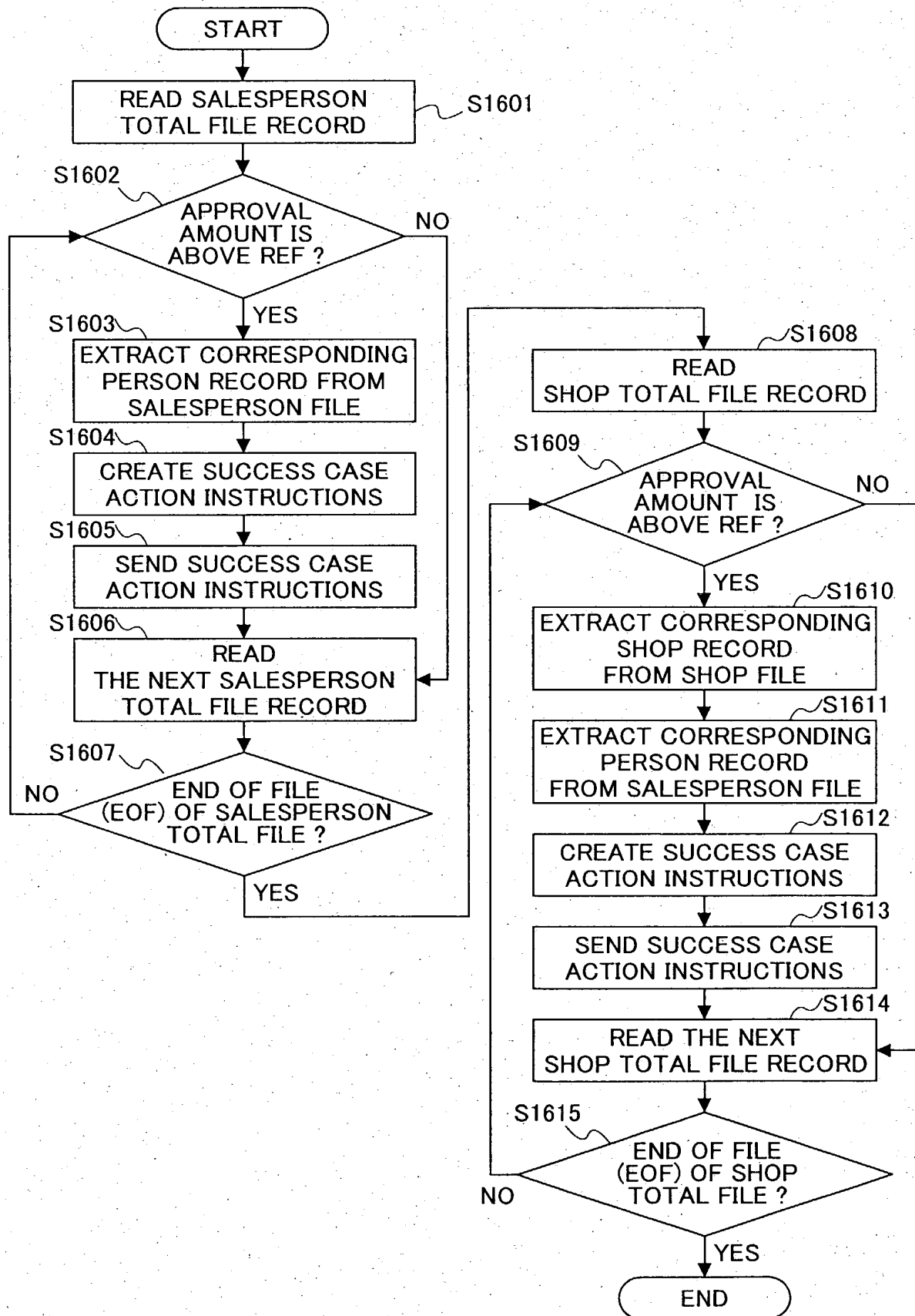


FIG.17A

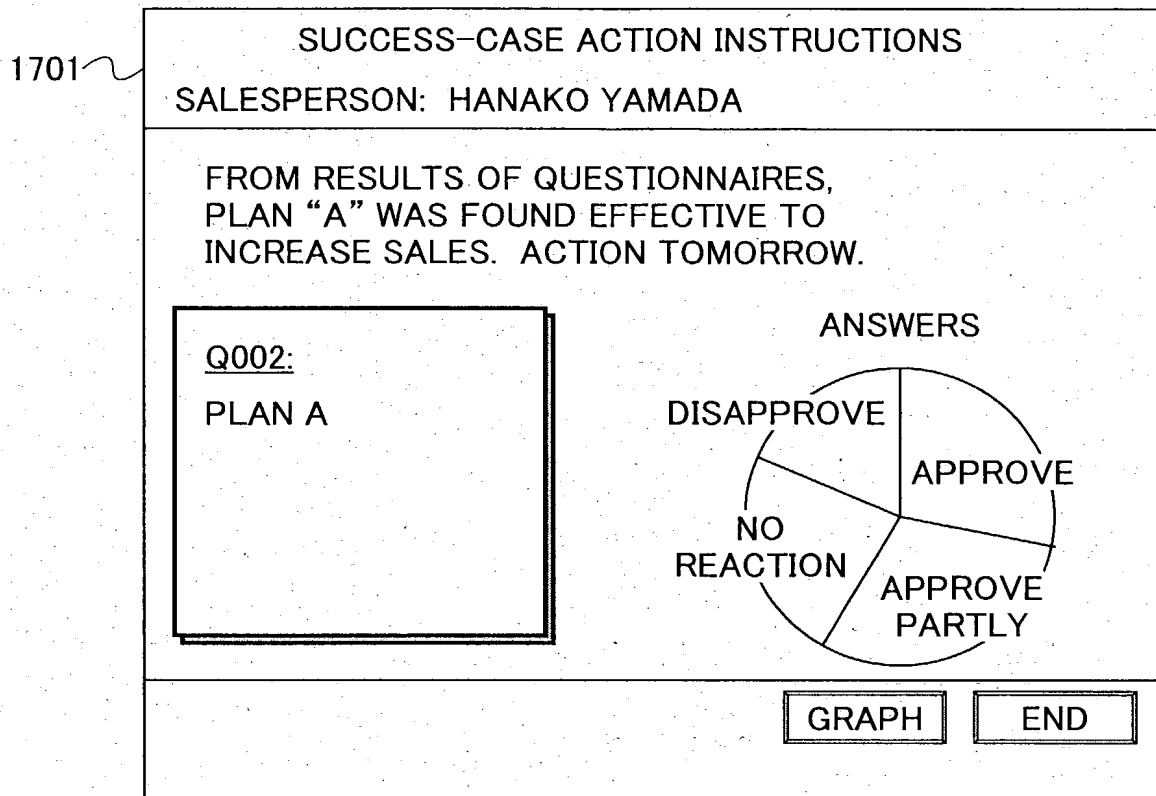


FIG.17B

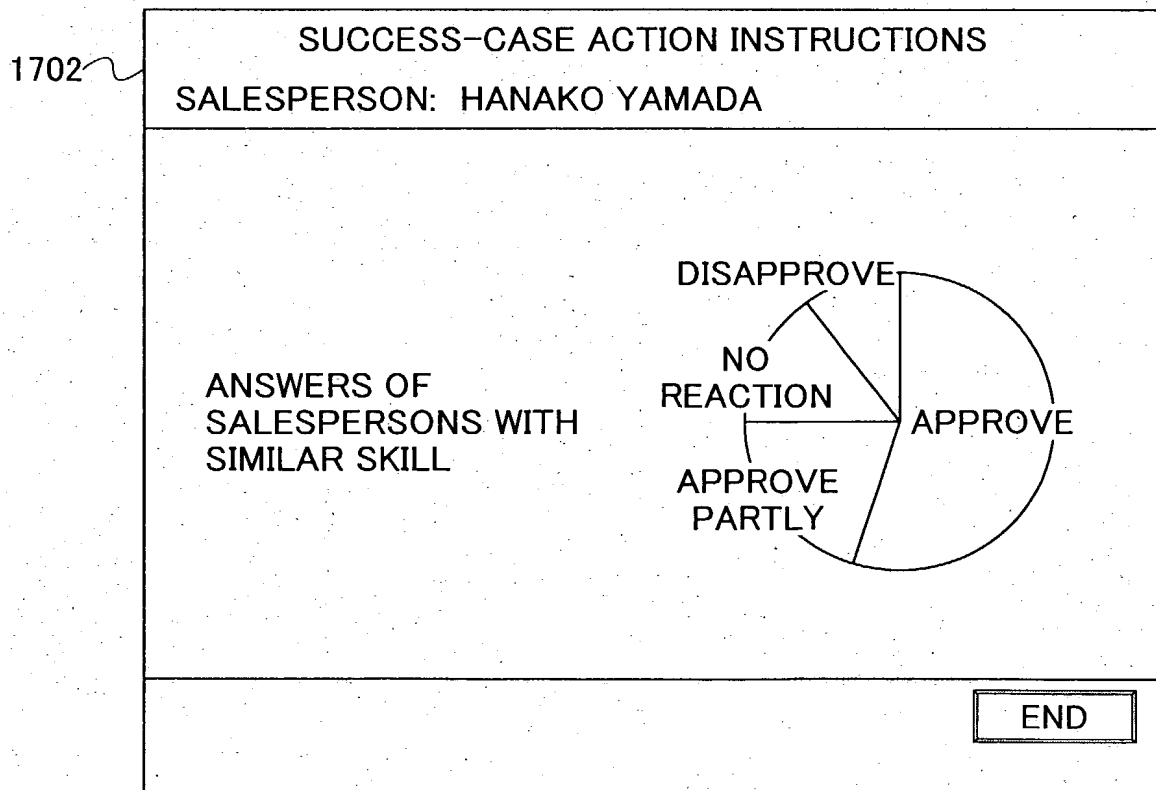


FIG.18

1801

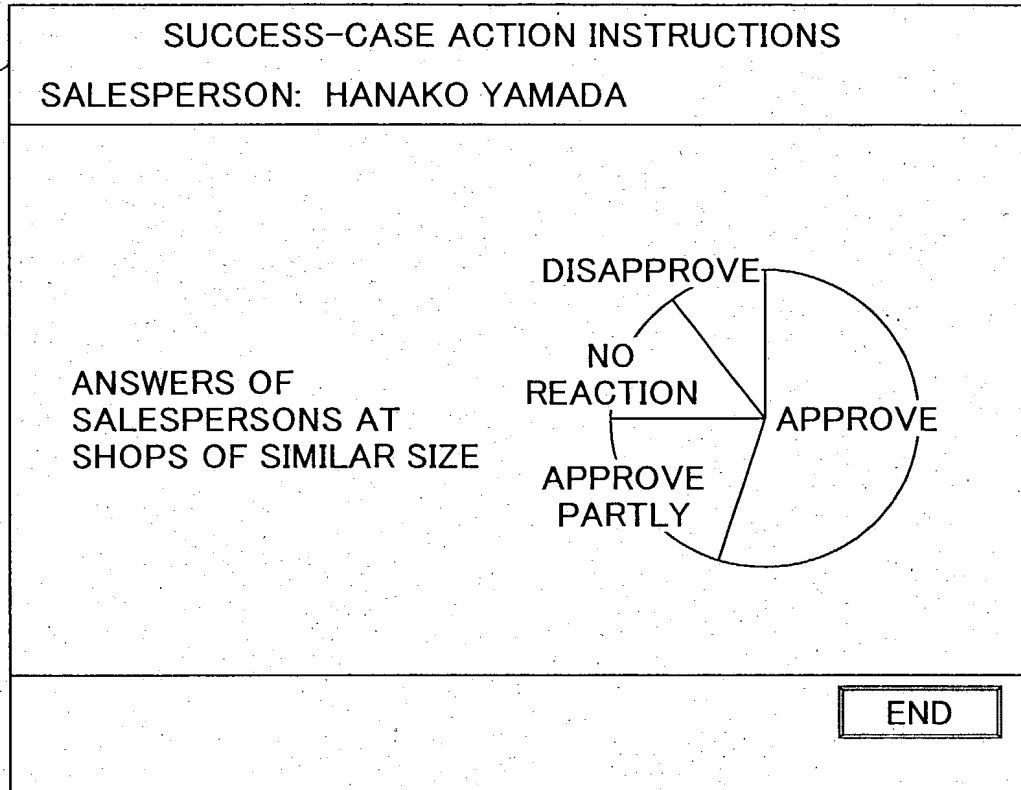


FIG.19

1901

SALES REPORT				
SALESPERSON: HANAKO YAMADA				
~OVERVIEW OF NOVEMBER 1ST WEEK SALES~				
SALES	CURRENT RESULTS	PREVIOUS YEAR RESULTS	BUDGET RATIO	YEAR RATIO
SUITS	685	638	100.6%	108.2%
JACKETS	345	265	121.1%	130.2%
BOTTOMS	182	171	99.0%	106.4%
TOTAL	1,212	1,069	105.4%	113.4%
NEW PRODUCT REPORT				
SUCCESS CASE				
PRODUCT A WITH SIGNBOARD "XXX"				
FAILURE CASE				
PRODUCT A COMBINED WITH PRODUCT B				
			<div style="border: 1px solid black; padding: 2px 10px;">RECORD</div>	<div style="border: 1px solid black; padding: 2px 10px;">CANCEL</div>

FIG.20

2001

CUSTOMER TREND	
SALESPERSON: HANAKO YAMADA	
<div style="border: 2px solid black; padding: 10px;">NEW PRODUCT "A" IS INCREASINGLY POPULAR. TODAY 3 CUSTOMERS PURCHASED IT.</div>	
SELECT ANY THAT SUIT THE CASE.	
<input type="checkbox"/> SUCCESS	<input type="checkbox"/> FAILURE <input type="checkbox"/> RECOMMENDED <input type="checkbox"/> ABOUT PRODUCTS
<input type="checkbox"/> ABOUT SERVICE	<input type="checkbox"/> ABOUT PREMISES <input type="checkbox"/> OTHERS
<div style="text-align: right;"><input type="button" value="RECORD"/> <input type="button" value="CANCEL"/></div>	